

We're hiring: Economic Development Associate

**Montréal, QC | Full-time | Primarily remote | 1–3 years of experience**

At **ROI Research on Investment**, our passion is driving growth and prosperity by uniting growing companies and communities.

For more than 20 years, ROI has partnered with Economic Development Organizations, universities, tech parks, utilities, and investment promotion agencies to attract and retain business investment. With **500+ clients worldwide**, our programs have generated thousands of qualified business expansion and investment opportunities across North America, Latin America, Europe, and Asia.

We're looking for an **Economic Development Associate** to join our Montréal team and support the research, outreach, and lead generation work behind that impact.

This role is a smart mix of **business development, research, outreach, writing, and relationship-building**. You'll help identify growing companies, connect with senior decision-makers, gather business intelligence, and support qualified investment opportunities for ROI's clients.

This is a great fit for someone who is curious, proactive, organized, and comfortable starting conversations. You don't need to be a hard seller, but you do need to enjoy reaching out to people, asking thoughtful questions, building rapport, and working toward clear goals.

What you'll do

- Executing outbound outreach by email, phone, and LinkedIn to engage C-level decision-makers
- Qualifying prospects and supporting the scheduling of meetings for ROI's clients
- Conducting market and sector research to identify investment trends and business opportunities
- Preparing concise company profiles, reports, and business intelligence notes
- Maintaining accurate CRM data and working toward agreed monthly outreach and conversion targets
- Collaborating with ROI team members to deliver strong results for clients

## What we're looking for

- Bachelor's degree in Business, Economics, International Relations, Marketing, Communications, Political Science, or a related field
- **1–3 years of relevant experience** in B2B outreach, lead generation, business development, sales development, market research, international business, recruitment sourcing, or a related role
- Strong written and verbal communication skills
- Comfort reaching out to new prospects by phone, email, and LinkedIn
- Confidence building rapport with senior business contacts
- Strong research skills and curiosity about companies, industries, and global markets
- Strong organization, follow-through, and attention to detail
- Cross-cultural communications and understanding (we work with a global clientele of different government agencies)
- Ability to work independently in a primarily remote environment

## Nice to have

- Bilingualism in English and French
- Experience with Salesforce, HubSpot, LinkedIn Sales Navigator, ZoomInfo, Apollo, or similar tools
- Interest in economic development, investment attraction, international business, consulting, or B2B services

## Why ROI

At ROI, you'll work in a niche global industry where business intelligence, international markets, and economic development come together.

You'll learn how regions compete for business investment, how growing companies evaluate expansion opportunities, and how strategic outreach can create real economic opportunities for communities around the world.

We offer a competitive base salary, performance-based bonus, vacation and personal days, a birthday day off, health/dental/vision benefits, mentorship, and career development opportunities.

This role is primarily remote, with at least one in-office day per month. Our Montréal office is located in the **Old Port**, in a modern coworking space designed for collaboration, flexibility, and intentional team connection.

ROI is an equal opportunity employer. We value diversity and encourage applications from all qualified individuals.

#### Why Work With ROI

- Competitive base salary range with performance bonuses
- Three weeks' vacation plus one week during the holiday season
- Five personal/sick days and a day off for your birthday
- Comprehensive health, vision, and dental benefits
- Career advancement and professional development opportunities
- Engaging, collaborative, and inclusive team culture